

**DEPARTMENT OF BUSINESS AND INDUSTRY**

**REAL ESTATE DIVISION, EDUCATION SECTION**

(702) 486-0951

E-mail: realest@red.nv.gov

**NORTHERN NEVADA**

**REAL ESTATE CLASSROOM CONTINUING EDUCATION CALENDAR**

1. The courses in this calendar have been approved by the Real Estate Commission.
2. The calendar has been compiled with information obtained from the listed sponsors.
3. Scroll down for the complete calendar; OR
4. Search by designation: CTRL+F, type designation (Agency, Contract, etc.) in search field, click "Next", then use < or > to view classes in the specified designation.
5. The Division does not endorse any one sponsor nor does it guarantee the accuracy of the information provided.

**Contact the sponsor direct for more information and to register for class.**

<b>BEN C SCHEIBLE SEMINARS</b>						
<b>(775) 813-3583</b>						
<b><a href="http://www.benscheible.com">www.benscheible.com</a></b>						
<b>Class Date</b>	<b>Course Time</b>	<b>Course Title</b>	<b>CE #</b>	<b>Designation</b>	<b>Hours</b>	<b>Class Location</b>
07/21/16	9:00 AM	Residential Listing Agreements	CE.3072000-RE	Contracts	3	Reno
08/10/16	9:30 AM	Disclosures: What's New and What's Not	CE.5113000-RE	General	3	Incline Village
08/10/16	1:30 PM	Case Studies in Agency	CE.5407000-RE	Agency	3	Incline Village
08/17/16	9:00 AM	So the Seller Said No	CE.3097000-RE	Contracts	3	Reno
08/17/16	1:00 PM	Resolving Ethical Dilemmas	CE.5508000-RE	Ethics	3	Reno
09/01/16	9:00 AM	Nevada Real Estate Law Update 2015	CE.4255000-RE	Law & Legislation	3	Reno
09/01/16	1:00 PM	A New Look at Agency	CE.5511000-RE	Agency	3	Reno
09/02/16	9:00 AM	The O&A Says What?	CE.5408000-RE	Contracts	3	Reno
09/02/16	1:00 PM	Resolving Ethical Dilemmas	CE.5508000-RE	Ethics	3	Reno
09/13/16	1:00 PM	A Comparison of Ethical Principles	CE.4166000-RE	Ethics	3	Reno
09/14/16	1:00 PM	Today's Fair Housing Issues	CE.2986000-RE	Ethics	3	Gardnerville
09/14/16	9:00 AM	Let's Make a Deal	CE.4167000-RE	Contracts	3	Gardnerville
09/21/16	1:30 PM	Risk Reduction for Nevada Real Estate Licensees	CE.2953000-RE	General	3	Incline Village
09/21/16	9:30 AM	Ethics and the Law	CE.5409000-RE	Ethics	3	Incline Village
09/24/16	10:00 AM	Risk Reduction for Nevada Real Estate Licensees	CE.2953000-RE	General	3	Reno
10/05/16	9:00 AM	Case Studies in Agency	CE.5407000-RE	Agency	3	Reno
10/05/16	1:00 PM	The O&A Says What?	CE.5408000-RE	Contracts	3	Reno
10/19/16	1:00 PM	A Comparison of Ethical Principles	CE.4166000-RE	Ethics	3	Carson City
10/19/16	9:00 AM	Contracts: A New Perspective	CE.5568000-RE	Contracts	3	Carson City
10/26/16	1:30 PM	Nevada Real Estate Law Update 2015	CE.4255000-RE	Law & Legislation	3	Incline Village
10/26/16	9:30 AM	Broker Management: A New Approach	CE.5569000-RE	Broker Management	3	Incline Village
10/27/16	9:00 AM	Nevada Real Estate Law Update 2015	CE.4255000-RE	Law & Legislation	3	Reno
11/09/16	1:00 PM	Do Buyers Really Need an Agent?	CE.4168000-RE	Agency	3	Gardnerville
11/09/16	9:00 AM	The Broker is the Boss	CE.5116000-RE	Broker Management	3	Gardnerville
11/16/16	9:30 AM	Our Agency Dilemma	CE.2670000-RE	Agency	3	Incline Village
11/16/16	1:30 PM	Residential Listing Agreements	CE.3072000-RE	Contracts	3	Incline Village
11/17/16	9:00 AM	Broker Management: A New Approach	CE.5569000-RE	Broker Management	3	Reno
12/07/16	1:00 PM	Our Agency Dilemma	CE.2670000-RE	Agency	3	Carson City
12/07/16	9:00 AM	Risk Reduction for Nevada Real Estate Licensees	CE.2953000-RE	General	3	Carson City
12/14/16	9:30 AM	A Comparison of Ethical Principles	CE.4166000-RE	Ethics	3	Incline Village
12/14/16	1:30 PM	Disclosures: What's New and What's Not	CE.5113000-RE	General	3	Incline Village
12/17/16	10:00 AM	Do Buyers Really Need an Agent?	CE.4168000-RE	Agency	3	Reno

**BOARDWALK EDUCATIONAL SYSTEMS**  
**(775) 233-3035**

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/22/16	9:00 AM	Real Estate / Know the Math	CE.3326000-RE	Personal Development	3	Reno
07/26/16	8:00 AM	How to Represent Buyers	CE.2082001-RE	Agency	4	Minden
07/26/16	1:00 PM	Broker Management (Doin' It - Steps and Procedures)	CE.3465000-RE	Broker Management	3	Minden
07/27/16	1:00 PM	Contracts - Promise/Promise/Promise	CE.3574000-RE	Contracts	3	Minden
07/27/16	1:00 PM	Ethics (The "E" Word)	CE.4046000-RE	Ethics	3	Minden
07/29/16	1:00 PM	Agency/ASAP (As Soon As Practicable)	CE.2717000-RE	Agency	3	Reno
08/02/16	8:00 AM	Environmental Issues	CE.2722000-RE	General	3	Reno
08/02/16	1:00 PM	How to Represent Buyers	CE.2082001-RE	Agency	3	Reno
08/05/16	8:00 AM	Tenant Evictions and Small Claims Actions	CE.0554001-RE	Property Management	3	Reno
08/05/16	1:00 PM	Agency Revised	CE.2718000-RE	Agency	3	Reno
08/09/16	9:00 AM	Contracts - Promise/Promise/Promise	CE.3574000-RE	Contracts	3	Reno
08/09/16	1:00 PM	Ethics (The "E" Word)	CE.4046000-RE	Ethics	3	Reno
08/12/16	9:00 AM	Escrow/Success	CE.3272001-RE	General	3	Reno
08/12/16	1:00 PM	Boundaries of a Home Inspection	CE.3327000-RE	General	3	Reno
08/16/16	9:00 AM	Real Estate / Know the Math	CE.3326000-RE	Personal Development	3	Reno
08/16/16	1:00 PM	Agency/ASAP (As Soon As Practicable)	CE.2717000-RE	Agency	3	Reno
08/23/16	9:00 AM	Broker Management (Doin' It - Steps and Procedures)	CE.3465000-RE	Broker Management	3	Reno
08/30/16	9:00 AM	Escrow/Success	CE.3272001-RE	General	3	Minden
08/30/16	1:00 PM	Boundaries of a Home Inspection	CE.3327000-RE	General	3	Minden
08/31/16	9:00 AM	Real Estate / Know the Math	CE.3326000-RE	Personal Development	3	Minden
08/31/16	1:00 PM	Agency/ASAP (As Soon As Practicable)	CE.2717000-RE	Agency	3	Minden
09/02/16	8:00 AM	Environmental Issues	CE.2722000-RE	General	3	Reno
09/02/16	1:00 PM	How to Represent Buyers	CE.2082001-RE	Agency	3	Reno
09/09/16	8:00 AM	Tenant Evictions and Small Claims Actions	CE.0554001-RE	Property Management	3	Reno
09/09/16	1:00 PM	Agency Revised	CE.2718000-RE	Agency	3	Reno
09/13/16	9:00 AM	Contracts - Promise/Promise/Promise	CE.3574000-RE	Contracts	3	Reno
09/13/16	1:00 PM	Ethics (The "E" Word)	CE.4046000-RE	Ethics	3	Reno
09/20/16	9:00 AM	Escrow/Success	CE.3272001-RE	General	3	Reno
09/20/16	1:00 PM	Boundaries of a Home Inspection	CE.3327000-RE	General	3	Reno
09/23/16	9:00 AM	Real Estate / Know the Math	CE.3326000-RE	Personal Development	3	Reno
09/23/16	1:00 PM	Agency/ASAP (As Soon As Practicable)	CE.2717000-RE	Agency	3	Reno
09/30/16	9:00 AM	Broker Management (Doin' It - Steps and Procedures)	CE.3465000-RE	Broker Management	3	Reno
09/27/16	8:00 AM	How to Represent Buyers	CE.2082001-RE	Agency	3	Minden
09/27/16	1:00 PM	Agency Revised	CE.2718000-RE	Agency	3	Minden
09/28/16	9:00 AM	Contracts - Promise/Promise/Promise	CE.3574000-RE	Contracts	3	Minden
09/28/16	1:00 PM	Ethics (The "E" Word)	CE.4046000-RE	Ethics	3	Minden

**COOK & COMPANY LTD**  
**(775) 750-9654**  
<http://judycook.biz/>

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/21/16	9:00 AM	How to Avoid the \$1,000 Fine and More... Trust Accounting in Nevada	CE.4123001-RE	Property Management	3	Reno
07/21/16	9:00 AM	How to Avoid the \$1,000 Fine and More... Trust Accounting in Nevada	CE.4123002-RE	Broker Management	3	Reno

**FIRST CENTENNIAL TITLE OF NEVADA**  
**(775) 689-8510**  
[www.FirstCentennial.com](http://www.FirstCentennial.com)

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/21/16	1:00 PM	New Laws 2015	CE.4261000-RE	Law & Legislation	3	Carson City
07/22/16	1:00 PM	What Are Fiduciary Duties?	CE.4117000-RE	Agency	3	Carson City

**INSTITUTE OF REAL ESTATE MGMT (IREM-NATIONAL)**  
**(800) 837-0706 (x6058)**  
[www.irem.org](http://www.irem.org)

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
09/19/16-09/20/16		Managing the Physical Asset - MNT402	CE.3761003-RE	General	15	Reno
09/21/16-09/22/16		Investment Real Estate: Financial Tools - FIN402	CE.3762003-RE	General	15	Reno

**KANDAS MYER**  
**(775) 657-8138**

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/19/16	9:00	Writing Residential Contracts for 1031 Exchange	CE.5755000-RE	Contracts	3	Reno

**KEY REALTY SCHOOL LLC**  
**(702) 313-7000**  
[www.keyrealtyschool.com](http://www.keyrealtyschool.com)

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
08/16/16	9:00 AM	Agent Fiduciary and Responsibility	CE.4182000-RE	Agency	3	Reno
07/18/16	1:00 PM	Examining Purchase Contracts	CE.4184000-RE	Contracts	3	Reno
08/15/16	1:00 PM	Examining Purchase Contracts	CE.4184000-RE	Contracts	3	Reno
07/18/16	9:00 AM	Ethical Standards of Practice	CE.4185000-RE	Ethics	3	Reno
08/15/16	9:00 AM	Ethical Standards of Practice	CE.4185000-RE	Ethics	3	Reno
07/19/16	1:00 PM	Nevada Legal Update 6	CE.4256001-RE	Law & Legislation	3	Reno
08/16/16	1:00 PM	Nevada Legal Update 6	CE.4256001-RE	Law & Legislation	3	Reno
09/19/16	9:00 AM	Understanding the Code of Ethics	CE.4384000-RE	Ethics	3	Reno
09/19/16	1:00 PM	Contracts to Purchase Nevada Real Estate	CE.4385000-RE	Contracts	3	Reno
09/20/16	9:00 AM	Nevada Agency Disclosures	CE.4383000-RE	Agency	3	Reno
09/20/16	1:00 PM	Legislative Changes to Nevada Real Estate	CE.4294001-RE	Law & Legislation	3	Reno
10/17/16	9:00 AM	Understanding the Code of Ethics	CE.4384000-RE	Ethics	3	Reno
10/17/16	1:00 PM	Contracts to Purchase Nevada Real Estate	CE.4385000-RE	Contracts	3	Reno
10/18/16	9:00 AM	Nevada Agency Disclosures	CE.4383000-RE	Agency	3	Reno
10/18/16	1:00 PM	Legislative Changes to Nevada Real Estate	CE.4294001-RE	Law & Legislation	3	Reno
11/14/2016	9:00 AM	Understanding the Code of Ethics	CE.4384000-RE	Ethics	3	Reno
11/14/2016	1:00 PM	Contracts to Purchase Nevada Real Estate	CE.4385000-RE	Contracts	3	Reno
11/15/2016	9:00 AM	Nevada Agency Disclosures	CE.4383000-RE	Agency	3	Reno
11/15/2016	1:00 PM	Legislative Changes to Nevada Real Estate	CE.4294001-RE	Law & Legislation	3	Reno
12/12/2016	9:00 AM	Understanding the Code of Ethics	CE.4384000-RE	Ethics	3	Reno
12/12/2016	1:00 PM	Contracts to Purchase Nevada Real Estate	CE.4385000-RE	Contracts	3	Reno
12/13/2016	9:00 AM	Nevada Agency Disclosures	CE.4383000-RE	Agency	3	Reno
12/13/2016	1:00 PM	Legislative Changes to Nevada Real Estate	CE.4294001-RE	Law & Legislation	3	Reno

**NEVADA HOUSING DIVISION**  
**(702) 486-7220 or (775) 687-2036**  
[www.housing.nv.gov](http://www.housing.nv.gov)

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
08/04/16	9:00 AM	Intro to NHD Single-Family Homebuyer Programs	CE.2059001-RE	General	3	Reno

**NEVADA REAL ESTATE DIVISION (NRED)**  
**(702) 486-0951**  
<http://red.nv.gov/>

Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
10/12/16	1:00 PM	What Every Licensee Should Know 2016/2017	CE.4232000-RE	Ethics	3	Reno
<b>REAL ESTATE NEGOTIATION INSTITUTE</b> (602) 769-1335 <a href="http://www.thereni.com">www.thereni.com</a>						
Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
10/27/16	9:00 AM	Advanced Negotiation Techniques for Buyers Agents	CE.5794000-RE	Contracts	6	Reno
10/28/16	9:00 AM	Mastering Email Negotiations in Real Estate	CE.5795000-RE	Contracts	6	Reno
12/07/16	9:00 AM	Advanced Representation Techniques for Listing Agents	CE.4281000-RE	Contracts	6	Reno
12/08/16	9:00 AM	Cultural Factors in Real Estate Negotiation	CE.4282000-RE	General	3	Reno
12/08/16	9:00 AM	Negotiations Across Generations in Real Estate	CE.4283000-RE	General	3	Reno
<b>RENO/SPARKS ASSOCIATION OF REALTORS</b> (775) 823-8800 <a href="http://www.rsar.net">www.rsar.net</a>						
Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/21/16	9:00 AM	Contracts More Than Just Paper	CE.4134000-RE	Contracts	3	Reno
07/21/16	1:00 PM	Ethics, Short Sales, REO and Advertising	CE.4133000-RE	Ethics	3	Reno
08/09/16	1:00 PM	What Every Broker Needs to Know	CE.4265000-RE	Broker Management	3	Reno
08/11/16	9:00 AM	NVAR Legislative Update 2015	CE.4263000-RE	Law & Legislation	3	Reno
08/11/16	1:00 PM	New Listing! Now What?	CE.5816001-RE	Contracts	3	Reno
08/16/16	9:00 AM	High Impact Agency	CE.5814001-RE	Contracts	3	Reno
08/16/16	1:00 PM	High Powered Ethics in Real Estate	CE.4369000-RE	Ethics	3	Reno
09/15/16	9:00 AM	Contracts More Than Just Paper	CE.4134000-RE	Contracts	3	Reno
09/15/16	1:00 PM	Ethics, Short Sales, REO and Advertising	CE.4133000-RE	Ethics	3	Reno
<b>SCHROEDER LAW OFFICES</b> (775) 786-8800 <a href="http://www.water-law.com">www.water-law.com</a>						
Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
08/23/16	8:30 AM	Nevada Real Estate Water Rights Due Diligence	CE.5645000-RE	General	3	Reno
<b>TICOR TITLE OF NEVADA, INC</b> (775) 324-7400 <a href="http://www.ticoracademy.com">www.ticoracademy.com</a>						
Class Date	Course Time	Course Title	CE #	Designation	Hours	Class Location
07/21/16	1:00 PM	2015 Law & Legislative Impact	CE.4257000-RE	Law & Legislation	3	Reno
07/28/16	1:00 PM	9 Steps To Better Agency	CE.5752000-RE	Agency	3	Minden